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THE TELEGRAM IS READ THE MASSES. USE ITS

The public as a body never buys anyring when it is cheap. There are numerons reasons for this. To be with, the point of view of the succ ful speculator and that of the public trader are entirely different. The first named operates on deductions, on care fully erected the ries of what condi-tions will be a year two years bence. The unsoph dicated trader acts upon whatever of the future is already ap-parent. It is again a platitude to say that Wall street discounts everything good or bad, but how many people who mouth this axiom extract its full nearling? They do not realize that this discounting means, not the gauging of the known, but of the wholly unknown. The man who nets today on the proba-de conditions of the long, unseen fuare is the nam who makes money. Wall screet or in any other enterprises or that matter, and the man whose mind goes forthest ahead makes the most money. "If I could only see the ape a month ahead?" cries the tyre. bere are many men who see it a year ahead, not in its flurries and fractions. But in its green and important entirety. Thomas Gibson in Moody's Maga-

Furs No Always What They 5 Does the average for buyer know that the far eastern mink is simply a lyed marmot with the black stripes thbrush? Does the buyer know that the low priced black lyex sets are nothing but common wilden's or Roumanian cars or in some cases soft chinese wolf skin? Does he know that the white ermine pillow muffs selling for a song are really weasels, and sellow weasels at that since a white weasel commands almost as high a police as its dear relafive, the ermine? Then the sable lynx arfs and muffs that sell for a few dollars are of course nothing but coney or ince, while the cheaper current sets are simply, kid astrakhan, which is something entirely different from curacal—as different indeed as ordinary Persian is from broadfall. The beautiful imitation white for sets that appear also are generally monfion, or in some cases combed white tibet.—Narent's Bulletin.

A Daring Bishop.

A story of the great Rishop Selwyn
of New Zealand is told by Commander
Gambier of the British navy in his
oook. The bishop's missionary yacht,
the Southern Cross, touched a coral
Why She Couldn't. reef when entering the harbor Port of France. New Caledonia. It became necessary to examine her bottom, but the sharks were so numerous and so laring that nobody would venture into the water. "So the bishop, who held that if a man showed a bold front to a shark he would sheer off, went overpoord himself with a long, sharp knife too." in his mouth for defense, and, diving ander his vessel, ascertained the damage. He then came on board our ship, and we arranged to careen the yacht sufficiently to enable him to nail on some copper sheets, which he did him-self, again spending a long time in the water. For some curious reason not a single shark hove in sight all the time."

The Silver Lining. Mrs. Suburbs (after the crash)—There is another of my china dishes gone! Suburbs-Never mind, dear; it has stop-

ped the cook's singing.

The brush trade is full of deceptions. An experienced hand will by touch tell

a broom or brush be all hair or a mixture. But if ever in doubt pull out or cut off a suspicious hair and apply a match. However well doc-tored, the deception will be shown at once. Hairs will burn, rolling up ball-like, with the well known smell of burned hair, while a vegetable substitute will consume, leaving the charred portion like a burned match.-New Work Telegram.

A woman was much astonished to eceive a letter from another woman asking for a silp of her hall tree. "I understand," she wrote, "you've got a good variety of hall trees, and as we've just finished us a new house with, a real nice hall we'll need a tree, and we'd be ever so much obliged if you'd send us a slip uv your'n. And please will you send along with the slip di-rections tellin' us whether to water it from the top er bottom?

Visitor (to artist's young wife)-Whatever were you two laughing over so just now? Wife-Oh, it was such fun! My husband painted, and I cooked, and then we both guessed what the things were meant for-Meggendorfer Blatter.

Lost Opportunities. "What a pity it was that baseball was not known in the old Roman gladiatorial time."

"Why so?"
"Because they would have loyed killing the umpire."-Baltimore

There is no one thing so necessary for one's real advancement in life as a thorough self respect. You must think

The world is like a staircase go up and others come down.-Italian

well of yourself, or others will not respect you.-Success Magazine.

A Poet's Homely Face.

The poet Rogers was afflicted with a notably unpleasant, cadaverous countenance, which, with all his intellectual power, was a mortification to him. hide his annoyance, he joked about his ugliness incessantly and deceived his friends into supposing him indifferent to it. He once turned to Sydney Smith, who, with Byron and Moore, was diving with him, and said:

"Chautrey wants to perpetuate this miserable face of mine. What pose would you suggest that I should take?" "If you really wish to spare the world as much as possible," said the wit, "I would, if I were you, be taken at my prayers, my face buried in my hands."
Rogers laughed with the other persons present, but he shot a malignant glance at the jester and, it is said, nev-er fully forgave him for the bonmot.

Thankfulness. I am no friend to the people who re-ceive the bounties of Providence without visible gratitude. When the sixlaugh. When the messenger of an un expected blessing takes you by the hand and lifts you up and bids you walk you may leap and run and sing for joy, even as the lame man whom St. Peter healed skipped plously and re-lofced aloud as he passed through the beautiful gate of the temple. There is no virtue in solemn indifference. Joy is as much a duty as beneficence is. Thankfulness is the other side of mercy.-Henry Wan Dyke.

Facial Horticulture. "A new milkman left our milk to-day," announced Dorothy.
"Did he have whiskers?" asked her nother, thinking perhaps it was the

Why she Couldn't.
"No, I didn't have a very good time," she said. "I wanted to talk, and there "But there were plenty of other

"Oh, of course, but that was no sat-isfaction, for they all wanted to talk

Unfair. Another unfair thing in life - the bride, with a wealth of hair, wears a tell, but the groom, who has a bald tpot and really needs a vell to cover it, denied the privilege. - Atchison

By INA WRIGHT HANSON Copyright, 1908, by E. C. Parcella

Honor Wilding, looking steadily out a window of the city library, was see ing visions, all of which concerned a yellow haired young man. Each vision was rose color at the beginning and somber gray at the ending. That she herself was reasonable for the tinting did not alter the fact that Honor's eyes were wistful and her lips very near to trembling. She turned from the window to the readers, wondering aimless ly if any of them had had ideals and

Finally her eyes traveled to the fur ther corner, where were the newspaper files. There stood a man, his back to her. He was very shabby, but he bad yellow hair, and he was about the beight. Just then he turned a little and began tightening his belt. Honor heard the noon bells ringing. She had heard that if one were very very hungry it helped a little to gird one's walst very tightly. Poor fellow! Then he turned entirely around and took up his ragged hat. Honor dropped her mag-izine, her gloves, her purse, her handkerchief and her parasol and sprang toward him.

"Why, Mervin Fairbanks, how glad I am to see you!"
"Well, well, how my fame as

prophet soars! I said that you should not see me again till you would be glad of the sight. And how goes the gay world with you, Miss Honor Wild.

Honor expected him to shrink from her, ashamed of his apparent poverty, but she remembered he usually had done the unexpected. He picked up her belongings, and they went out. Standing in the shadow of the gray-stone building, she lifted besitating eves to his.

Will you come home with me, Merrin? I want so much to know of your wanderings these past two years." She was surprised again at his quick onsent. She remembered Mervin Fair-



WHY, MERVIN PARRIANKS, HOW GLAD I

banks as furiously proud of his pedigree, his good name and his appearance. What could have happened to ance. What could have happened to reduce him to poverty and to change his nature?

"You expect to hear of Paris and London and maybe Egypt and India?" he asked after luncheon was over. To

"What was the use? I couldn't be as philarothropic as you desired, and I didn't like to pretend that I might grow to it, because I knew I shouldn't. How are your proteges?"

"Court martial! that fellow!" roared How are your proteges?

Mervin smiled at her quizzienly.

them didn't seem to last. They were constantly expecting more. I simply got tired of it all and stopped. Then I realized that it was only a fad any-I realized that it was only a fad any way. He my cat farm and other things. I woke up one day to the realization that Honor Wilding was deceiving herself; that she was only egotistical when she thought she was charitable. I haven't had any fads since. I have been humble and miserable. she added under her breath.

He smiled tenderly at her. "You were only trying your wings, little

were only trying your wings, little She looked at him gratefully. "But, Mervin, tell me of yourself, your-your -the past two years." She wanted to so dismal an appearance, but she hes-

"Let me see," he mused. "I asked you to marry me when you were eighteen. That was five years ago. wasn't it?"

"Yes," acknowledged Honor, her heart beating furlously. "And you refused because you were anticipating a career. It was to be woman's rights, I believe."

Senting maizena may be extracted. Moreover, sait is extracted from the tree, and likewise an alkali used in the manufacture of common soap.—Answers.

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ing."

'Yes." said Honor again.

'When you were twenty-me I saided you to marry me. Then it was the cat farm. I think possibly you might have let me be a partner fast time, only lobjected to the cats. I didn't mind one feline pet, but I believe I used tome emphatic language in regard to the farm."

farm. "You certainly did," answered Honor

smiling faintly. "The third and last time was two years ago, when the farm had lost its glory and its cats. You were Honor Wilding, philanthropist, then. You told me if I would join forces and forumes with you in your life's work that you would be pleased 'to walk mit me,' as your friend, the scrublady, seld. I couldn't see it that way, and you remarked that I loved myself better than you, and so we parted."
"I was unjust," murmured Honor.
"I have been sorry many times."

"I resolved to go away and forget you. I did the one, but not the other, I want you this minute more than I ever desired you in my life, and my eyes tell me that you are not indifferent. Honor, my little girl, will you wait for me till I can come to you as a

But she was leaning forward eager ly, her eyes suffused with tears, her sweet lins trembling.

man ought"-

"Why must you go away?" she pleaded. "Don't let a wretched matter of money part us now. We have lost five years. Mervin, and I have dollars a-plenty for both. Don't let your pride stand between us now, Mervin."

For a moment he looked at her curi-

ously: then he smiled, albeit his eye were gravely tender, and he put his arms around her.

"Dear." he said fervently, "I'm richer than you are twice over. I've kept on making money these two years, just so I shenkin't think so hard. I was going to ask you to wait till I went to the hotel and arrayed myself in decent clothes before we plighted out troth. I didn't want you to feel as if a beggar were making love to you. I spoke of waiting, for though the tailor said he would have themsthere by noon I knew by sad experience that there might be

"Rut, Mervin, your clothes-I don't

"Rat. Mervin, your clothes—I don't understand," she gasped when she had recovered her breath.
"Well, you see," he began hesitating-ly and shamefacedly, "Jack Bronson was on my train yesterday. He is really trying to reform, and he wanted a certain position, but thought he was too shabby to make any showing. The man he wanted to meet was to be at the station, so there wasn't anything to do but go to the dressing room and change clothes with him. Fortunately these, though ragged, are quite clean, I thought I would wear these a day o two, just to imagine what the fellows felt like when they were down on their Inck. When you came to me I was so hungry to see you that I simply had to come, rags and all. May I go now,

"You are Mervin Fairbanks, philan thropist, and didn't know it!" laughed Honor gleefully. "No, don't go just

Jouett and the Fighting Cadet. Josett and the Fighting Cadet.
Admiral Jonett, familiarly known as "Fighting Jimmy," was acting secretary of the navy once when the commandant of the academy at Annapolis came over and reported that he had been compelled to discipline a cadet who had behaved in a most unaccountable manner and had disgraced the academy the department the governacademy, the department, the government and all civilization. He then proceeded to relate how this cadet when passing through the lower regions of the town of Annapolis and somebow of another become involved in hostilities with a tough citizen and proceeded to "You expect to hear of Paris and London and maybe Egypt and India?" he asked after luncheon was over. To Honor's third surprise he had eaten very little. "I haven't been outside San Francisco until yesterday." Honor regarded him with reproach. "You never let me hear from yon," she said.

"What was the use? You said it was all off between us. I couldn't be as aid of the secretary of the may in have

Jonett, "Licked five toughs and to Not while old Jim Jouett b "Did Bacagalupi rob your house, or Moriarity take to the black bottle again?"

Moriarity take to the black bottle black bottle how? Do you suppose the government bow? Do you suppose the government of the United States bired you to raise living! The boy ought to have a medal a lot of boys to play checkers?

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